

## GSA – Authorized Federal Supply Schedule Price List

### Pivotal Resources, Inc.

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### ABOUT PIVOTAL RESOURCES

Pivotal Resources builds change leaders: companies and people who can execute initiatives that lead to compelling products, delighted customers and world-class efficiency. Our Change Leadership™ system leverages powerful improvement methods including Lean Six Sigma, Lean Manufacturing and Business Process Management. Pivotal's consulting & training services have delivered impressive results for organizations like yours - worldwide. Our expertise and flexible approach to each client's unique needs can help you drive a more innovative and responsive organization - putting you firmly on the road to sustained success.

### CONTRACT INFORMATION

Contract Administrator: Brett Cooper, Vice President of Client Development  
 Email: [bcooper@pivotalresources.com](mailto:bcooper@pivotalresources.com)

GSA Contract Number: GS-10F-0041V      Contract Period: 12/10/2008 through 12/9/2013  
 Federal Supply Group: 874      Class: R499  
 DUNS #: 8242429532      Business Size: **Small**

Special Item Number(s) (SINs): 874-1 & 874-1RC – Consulting Services  
 874-2 & 874-2RC – Facilitation Services  
 874-4 & 874-4RC – Training Services  
 874-5 & 875-5RC – Support Services

#### **Mission Oriented Business Integrated Services (MOBIS)**

For additional information regarding Pivotal Resources, our [success stories](#) / [client list](#) and product information, please visit our website at <http://www.pivotalresources.com> or email Brett Cooper at [bcooper@pivotalresources.com](mailto:bcooper@pivotalresources.com).

### SERVICES AND PRICING

SIN	LABOR CATEGORY	HOURLY RATE	EDUCATIONAL DEGREE	EXPERIENCE
874-1, 874-2	EXECUTIVE CONSULTANT	\$339.40	BACHELORS	15 YEARS
874-1, 874-2	SENIOR CONSULTANT	\$290.92	BACHELORS	10 YEARS

TRAINING SERVICE (874-4)	PRICE	SUPPORT MATERIALS (874-5)
LEAN SIX SIGMA EXECUTIVE WORKSHOP - 1 DAY MIN/MAX PARTICIPANTS: 5/25	<b>\$2,715.21</b>	\$68.01
DMAIC PROJECT TRAINING ( <b>GREEN BELT</b> ) - 10 DAYS MIN/MAX PARTICIPANTS: 5/25	<b>\$23,273.25</b>	\$272.03
SIX SIGMA ADVANCED TRAINING ( <b>BLACK BELT</b> ) - 5 DAYS MIN/MAX PARTICIPANTS: 5/25	<b>\$11,636.63</b>	\$226.69

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## DESCRIPTION OF SERVICES

### Executive Workshop

*Participants:* Senior leaders, Project Champions

*Objectives:*

- Establish the importance of managing and measuring the efficiency of operational processes, and using a structured model to identify improvement opportunities
- Review the options for structuring a Lean Six Sigma initiative
- Establish process infrastructure roles and responsibilities
- Review the health of the organization's core processes
- Introduce the DMAIC improvement process and the most fundamental Lean Six Sigma concepts
- Identify a list of potential process improvement opportunities
- Begin to develop a process improvement "vision"

*Overview:*

Experience and research have shown that the support of Senior Leaders and Project Champions is often what separates successful from failed improvement efforts. Pivotal's Executive Workshop prepares these key individuals with the knowledge and skills needed to effectively support Lean, Six Sigma or other change initiatives. Role-plays, checklists, common pitfalls and extensive discussion of responsibilities make this course a practical, effective step in preparing leaders to sponsor change.

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### DMAIC Project Workshop ("Green Belt")

*Participants:* Project leaders, project team members

*Objectives:*

- Develop mastery of the most essential Lean Six Sigma methods and tools
- Work collaboratively on projects with Master Black Belt-level support
- Successfully manage a DMAIC project to completion
- Incorporate techniques for excellent meeting management and team facilitation

*Overview:*

The DMAIC Project Workshop covers key foundational skills and tools, giving team members the critical knowledge needed to take a project to successful completion. Throughout the training, significant time will be dedicated to project work, allowing participants to apply their learning and make progress on their projects.

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### Six Sigma Advanced Training ("Black Belt")

*Participants:* Project leaders, project team members

*Objective:*

- Learn the statistical measurement and experimentation tools that provide muscle for many improvement efforts

*Overview:*

After completing the DMAIC Project Workshop, Black Belts will have a solid understanding of the fundamentals of the Lean Six Sigma methodology. The Advanced Training workshop builds on this knowledge.

Upon completion of Six Sigma Advanced Training, participants will be able to:

- Create and evaluate formal Null and Alternative Hypotheses
- Select and apply appropriate hypothesis testing tools, including chi-square, t-tests, F- tests, ANOVA and Mood's median
- Apply and interpret correlation and regression tools, including simple linear, multiple and logistic regression
- Apply Design of Experiments (DOE) to test hypotheses and optimize process performance
- Understand the advanced concepts of building process control plans and using various forms of control charts and response plans

For additional information, please contact us at (925) 975-0500 or email Brett Cooper at [bcooper@pivotalresources.com](mailto:bcooper@pivotalresources.com).